



News from the Frontier of Innovation

October, 2000

Monthly Activity Report from the Loudoun County Department of Economic Development
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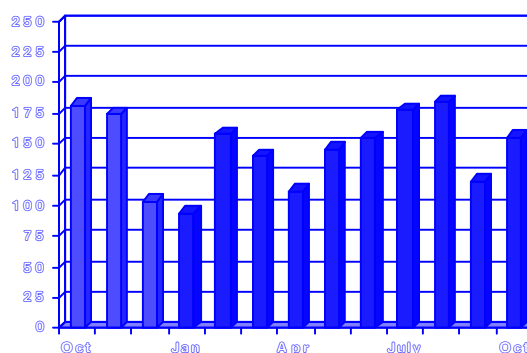
New Prospect Activity:

Prospect activity for the month of October:

- @ Received 35 requests for General Information
- @ Delivered 47 Marketing Packages
- @ Delivered 4 Presentations
- @ Worked with 21 New and 45 On-Going Prospects
- @ Distributed 20,000 Farm Color Tour Brochures

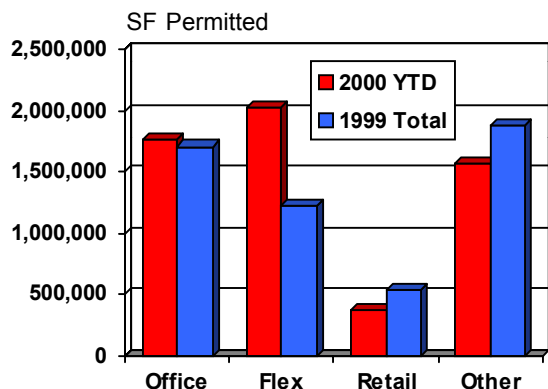
Total Prospect Activity

October 1999 - October 2000



New Construction Activity

Nonresidential Construction 1999 Total and 2000 YTD September



So far this year, the County has permitted 5,741,359 square feet of nonresidential construction. The value of new buildings (\$261,001,018) and alterations (\$28,197,571) equaled over \$289 million.

- ~ Office - 0 SF in September and 792,409 SF in August
- ! Flex/Industrial - 217,000 SF in September and 582,243 SF in August
- ~ Retail - 157,473 SF in September and 2,507 SF in August
- ! Other - 86,731 SF in September and 766,701 SF in August
- ~ Taxable - 374,761 SF in September and 2,057,010 SF in August
- ! Route 28 - 326,370 SF in September and 553,782 SF in August

Announcements:

New Business

Testpros (www.testpros.com) will be opening a Loudoun office in the Mirror Ridge Office Park in Sterling during November. Testpros currently has offices throughout the U.S. and in Europe, and provides independent testing, quality assurance, verification and validation services for software and systems development organizations. The company will be leasing 5,500 square feet and bringing 17 employees to the county.

IT Staffing Associates (ITSA, www.itsa-inc.com) has opened a 1,300 square foot office at Steeplechase Industrial Park in Sterling. ITSA, Inc. is an organization dedicated to the successful hiring and retention of permanent employees in the high tech industry. They currently employ a staff of 6 and expect to triple the company size in 2001.

IDirect (www.idirect.net) has purchased the 77,000 square foot data center building at Lansdowne that was previously owned by Iridium. A satellite-based broadband Internet services company, IDirect is initially bringing 30 employees to Loudoun, and expects to expand to 200 employees by 2002.

Existing Business

Anystream, Inc. (www.anystream.com) is moving to the Mirror Ridge Office Park in November, and expects to expand its original Loudoun staff of 8 employees to more than 50 by year's end. Their space is increasing from 3,000 to 14,000 square feet. Anystream is an enterprise-class Internet software company focused on infrastructure products for streaming media.

America Online (AOL, www.aol.com) announced plans October 23 to construct two new buildings at its Dulles headquarters. The announcement came just one day before AOL reported a new membership total of 25 million members, up 6 million so far in the year 2000. The Dulles addition will add 400,000 square feet to the 1.2 million square foot facility. An additional 1,200 employees are expected to be hired as a result of the expansion.

Current Analysis (www.currentanalysis.com) is expanding and moving from their original Sterling headquarters on Pidgeon Hill Drive to Mirror Ridge Office Park. Current Analysis' space will increase from 9,122 square feet to 21,510, and their number of employees is expected to increase from 55 to 80.

Noteworthy:

The Loudoun County Small Business Development Center (SBDC, <http://www.loudounsbdc.org>) reports that as of September this year, they have assisted more than 450 clients in their efforts to develop businesses, including more than 250 new start-up companies. Counseling hours dedicated to clients are also up 13.3% over last year. SBDC is a not-for-profit organization that seeks to provide information, seminars, and counseling to both established and inexperienced small businesses.

The Fall 2000 Special Issue of Fortune Magazine featured "Ground Zero," an article dedicated to the "transformation of Northern Virginia, along with the surrounding Washington metro area, into one of the world's most vital information-technology hubs...". Loudoun companies America Online, WorldCom, PSINet and VeriSign's Network Solutions were mentioned in the report.

According to the *Potomac Tech Journal*, **Dulles-based Orbital Sciences** announced that it will be selling its Fairchild Defense electronics business for \$100 million in late October to Smiths Industries of London, England. Fairchild Defense employs 420 employees in Germantown, Maryland.

DED's **Pam Treadwell** participated with the Greater Washington Initiative at the Softworld 2000 conference in Halifax, Nova Scotia October 16 - 18.

State Senator Bill Mims and Delegate Joe May have been honored by the Northern Virginia Technology Council. Senator Mims received a "Tech Ten Award 2000" and Delegate May received a lifetime achievement "Tech Tenure Award" that recognizes their work as Virginia legislators to move technology policy forward throughout the state. Both men received the honors in part for their work to establish a tax credit for Virginia employers and employees who participate in a telework program.